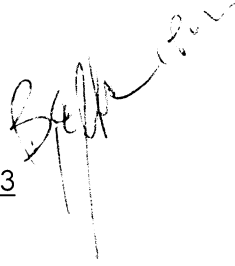


DATE: February 17, 2005  
TO: Municipal Clerk  
FROM: Byron E. Johnson, C.P.M.  
Director of Purchasing x 4313  
THRU: Aurora Wells  
Bid Clerk ext. 4038



Please place the following item on the **CONSENT** agenda for the Council Meeting of **MARCH 1, 2005**.

Item should read as follows:

Solicitation No. 2005-008    Airfield Lighting Supplies  
Award to:                      Siemens Airfield Solutions, Inc.  
                                        Columbus, OH  
Item (s):                        Group I  
Amount:                        \$25,000.00 (estimated annually)

Department:                  Aviation  
Funds available:              62620003-503121  
Funding source:              Airport Operating Fund  
Total award:                  \$75,000.00 (estimated)  
District (s):                    3

The Department of Aviation and the Purchasing Department recommend award as indicated to the sole responsive offer that was received.

This is a Thirty-Six (36) month requirements-type Contract for Airfield Lighting Supplies. The Contract will officially begin at 12:01 AM, March 2, 2005.

Vendor does not offer the City the option of extending the term of the contract. Vendor does not offer a prompt payment discount.

Contact person: Enrique Acosta Jr., Procurement Analyst at 541-4267.

\*\*\*\*\*  
AGENDA FOR: **MARCH 1, 2005**  
\*\*\*\*\*

**CITY OF EL PASO, TEXAS  
REQUEST FOR COUNCIL ACTION (RCA)**

**DEPARTMENT:** Purchasing Department

**AGENDA DATE:** February 15, 2005

**CONTACT PERSON/PHONE:** Enrique Acosta, A.P.P.– Procurement Analyst, 541-4321

**DISTRICT(S) AFFECTED:** 3

**SUBJECT:**

This item is to approve the award of Solicitation 2005-008, titled "Airport Lighting Equipment & Accessories" for the Department of Aviation in the amount of \$25,000.00 to Siemens Airfield Solutions. The Contract shall be for Thirty-Six (36) Months.

**BACKGROUND / DISCUSSION:**

The bid was to provide Siemens proprietary (OEM) parts manufactured by or for Siemens Airfield Solutions, to be used for repair and replacements by the Airport's Airfield Maintenance Team. The Siemens proprietary (OEM) parts, equipment and accessories are used in airfield-lightning maintenance tasks as needed. These OEM parts are required to keep the Airport in a safe operating condition.

**PRIOR COUNCIL ACTION:**

None.

**AMOUNT AND SOURCE OF FUNDING:**

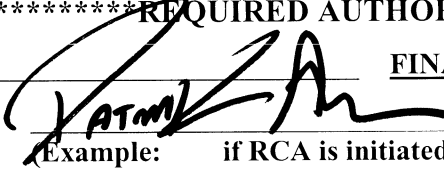
The funding to be used for the purchase is Airport Operating Funds. Funding is available in 62620003 – 503121.

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:**  \_\_\_\_\_  
Example: if RCA is initiated by Purchasing, client department should sign also  
*Information copy to appropriate Deputy City Manager*

**APPROVED FOR AGENDA:**

**CITY MANAGER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

PROJECT FORM

DATE: February 12, 2005

PROJECT: Airfield Lighting Supplies  
BID NO: 2005-008 DEPARTMENT: Department of Aviation  
BUDGET NO: 62620003 – 503121  
FUNDING SOURCE: Airport Operating Fund  
REPRESENTATIVE DISTRICT(S): 3

\*\*\*\*\*

RECOMMENDATION: VENDOR: Siemens Airfield Solutions, Inc.  
Columbus, OH  
ITEM: Group 1  
AMOUNT: \$25,000.00 (Estimated annually)

The Department of Aviation and the Purchasing Department recommend award as indicated to the sole responsive offer that was received.

This is a Thirty-Six (36) month requirements-type Contract for Airfield Lighting Supplies. The Contract will officially begin at 12:01 AM, March 2, 2005.

Vendor does not offer the City the option of extending the term of the contract. Vendor does not offer a prompt payment discount.

BIDS SOLICITED 20\_\_\_\_  
BIDS RECEIVED 01\_\_\_\_  
"NO BID" RECEIVED 01\_\_\_\_

CURRENT TAXED PAID \_\_\_\_\_  
OUT-OF-TOWN-- X\_\_\_\_

TOTAL RECOMMENDED AWARD: \$75,000.00 (Estimated)

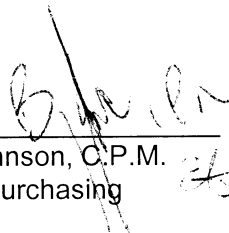
\*\*\*\*\*

COUNCIL APPROVED ☐ REJECTED ☐ MUNICIPAL CLERK \_\_\_\_\_

\*\*\*\*\*

APPROVED:

COUNCIL:  
MEETING DATE-March 1, 2005

  
\_\_\_\_\_  
Byron E. Johnson, C.P.M.  
Director of Purchasing

## MEMORANDUM

DATE: February 14, 2005  
TO: The Contract File  
PREPARED BY: Enrique Acosta Jr.  
SUBJECT: Request Sole Bid Contract Award;  
Bid No. 2005-008—Airport Lighting Equipment & Accessories

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### Summary

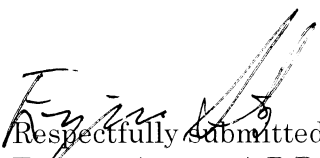
In accordance with State bidding requirements, formal bids were obtained for this requirement. The contract when awarded will establish a contract to purchase proprietary (OEM) parts manufactured by or for Siemens Airfield Solutions, as required. The sole bid is being recommended for this contract.

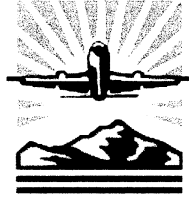
### Background Information

In November 2004, formal bids were requested from 20 companies in accordance with State bidding requirements. This solicitation was listed on the City's Internet web page and advertised in the El Paso Times (published September 14 and 21, 2004). Bid packages were provided to a standard list of various contractor organizations, builder's exchanges and disadvantaged business organizations, for example, the Contract Opportunity Center and the Hispanic Chamber of Commerce.

One bid was received from Siemens Airfield Solutions. A random number of vendors that did not bid this requirement were contacted as to why they did not respond. Custom Signs stated that they believed this was a project that they could offer when requesting the bid; however upon examining the bid package they decided not submit a bid. CED stated it does not have a contractual affiliation with Siemens, so it would be unable to sell to the City the required OEM proprietary parts. In a telephone call to Border States Electric, they stated that they couldn't sell the items because they are not a franchised distributor. Summit Electric Supply is not authorized to sell Siemens parts in El Paso only in Mexico through their Mexico stores and therefore did not bid because El Paso is out of their service area.

Staff has evaluated the sole bid and finds that it meets City specifications.

 APP.  
Respectfully Submitted,  
Enrique Acosta, A.P.P.  
Procurement Analyst



# EL PASO INTERNATIONAL Airport

TO: Enrique Acosta  
Purchasing Department

TO: Alan Jones *[Signature]*  
Assistant Director of Aviation  
Operations & Security

FROM: Joe Lugo *[Signature]*  
Airport Maintenance Superintendent

DATE: February 14, 2005

**SUBJECT: AWARD OF 2005-008, AIRPORT LIGHTING  
EQUIPMENT & ACCESSORIES**

## **RECOMMENDATION**

Award the purchase of Siemens OEM proprietary equipment and accessories to Siemens Airfield Solutions in the estimated amount of \$25,000 annually.

This is a Siemens OEM bid purchase request as no other type of supplies or goods are compatible with the El Paso International Airport's Siemens OEM proprietary equipment and accessories.

# CITY OF EL PASO BID TABULATION

<b>BID TITLE: AIRPORT LIGHTING EQUIPMENT &amp; ACCESSORIES</b>				<b>BID # 2005-008</b>	
<b>BID DATE: NOVEMBER 3, 2004</b>				<b>DEPARTMENT: AVIATION</b>	
<div style="text-align: center;"> <b>SIEMENS AIRFIELD SOLUTIONS</b>  <b>COLUMBUS, OH</b> </div>		<div style="text-align: center;"> <b>PRICE ADJUSTMENT FACTOR</b> </div>			
<b>ITEM DESCRIPTION</b>	NET <input type="checkbox"/> - <u>23</u> % DISCOUNT <input checked="" type="checkbox"/> OFF SIEMENS LIST + _____% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>
LIST NUMBER: _____  DATED: _____  as supplemented, for any quantity as needed.	<b>N/A</b>  <b>N/A</b>				
FROM PRICE LIST FOR MARKETING LEVEL:  WHOLESALE <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> [OTHER] _____	<b>N/A</b>				

APPROVED BY: *R. L. [Signature]*

DATE: 1-9-04

## CITY OF EL PASO BID TABULATION

BID TITLE: AIRPORT LIGHTING EQUIPMENT & ACCESSORIES			BID # 2005-008	
BID DATE: NOVEMBER 3, 2004			DEPARTMENT: AVIATION	
		SIEMENS AIRFIELD SOLUTIONS COLUMBUS, OH		
ITEM	MANUFACTURER'S PRICE LIST IDENTIFICATION:			
1.	MANUFACTURER:	SIEMENS AIRFIELD SOLUTIONS		
	PRICE LIST FORM NUMBER	44C1081/6511		
	AND/OR DATE	OCT. 26, 2004		
2.	MANUFACTURER:	SIEMENS AIRFIELD SOLUTIONS		
	PRICE LIST FORM NUMBER	44D1442/4132		
	AND/OR DATE	OCT. 26, 2004		
3.	MANUFACTURER:	SIEMENS AIRFIELD SOLUTIONS		
	PRICE LIST FORM NUMBER	44D1442/2132		
	AND/OR DATE	OCT. 26, 2004		
4.	MANUFACTURER:			
	PRICE LIST FORM NUMBER			
	AND/OR DATE			
<p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p>				

APPROVED BY: 

DATE: 1-4-04

## CITY OF EL PASO BID TABULATION

BID TITLE: AIRPORT LIGHTING EQUIPMENT & ACCESSORIES		BID # 2005-008		
BID DATE: NOVEMBER 3, 2004		DEPARTMENT: AVIATION		
	SIEMENS AIRFIELD SOLUTIONS COLUMBUS, OH			
TWELVE ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TWENTY-FOUR ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
A. ONE YEAR FROM DATE OF AWARD OF THE CONTRACT.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>
B. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>
C. NO OPTION OFFERED.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	NET - 30 DAYS			
BIDDER'S PROMISED DELIVERY: On or before ___ consecutive days after the date of receipt, by the contractor, or a written notice of award, or ___ consecutive hours after receipt of a rush/emergency order.	42 CONSECUTIVE DAYS 48 CONSECUTIVE DAYS			
IF THE BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY CAUSE FOR THE REJECTION OF OFFER.				
BIDS SOLICITED: 20		BIDS RECEIVED: 1	BIDS LOCAL: 9	NO BID: 1

APPROVED BY: *[Signature]*  
DATE: 1-11-04



BORDER STATES ELECTRIC (HUB)  
BRANCH MANAGER  
8101 LOCKHEED DR  
EL PASO TX 79925

NATIONAL SUPPLIES, LP  
ATTN: EDWARD PECIKONIS  
2301 EXECUTIVE DR., STE. B  
GARLAND TX 75041

GLOBE ELECTRIC  
ATTN: ROB NASH  
10902 ROARK ROAD  
HOUSTON, TX 77099

CONSOLIDATED ELECTRICAL  
DISTRIBUTORS  
11180 A ROJAS DRIVE  
EL PASO TX 79926

DESERT ELECTRIC SUPPLY (HUB)  
BRANCH MANAGER  
11220 ROJAS DR  
SUITE A 6  
EL PASO TX 79926 6302

GARICK ELECTRIC (HUB)  
GARY PORRAS  
6108 YAQUI WAY SUITE E  
EL PASO TX 79925

GRAYBAR ELECTRIC  
3300 DURAZNO AVENUE  
EL PASO TX 79905

SIEMENS AIRFIELD SOLUTIONS  
PO BOX 30829  
ATTN SHELLY TACKETT  
977 GAHANNA PARKWAY  
COLUMBUS OH 43230

SUMMIT ELECTRIC SUPPLY  
LILIA HERNANDEZ  
7701 LOCKHEAD DRIVE  
EL PASO TX 79937 0870

WESCO DISTRIBUTION  
BRANCH MANAGER  
6510A GATEWAY EAST BOULEVARD  
EL PASO TX 79905

ATTN: ELISSA FLORES  
AUDIO VISUAL INNOVATIONS, INC.  
2105 DONLEY DRIVE SUITE 200  
AUSTIN, TX 78758

ATTN: PATRICIA FAIRCHILD  
REED CONSTRUCTION DATA  
11101 N. STEMMONS FWY.  
DALLAS, TX 75229-4530

ATTN: LAURIE MELNICK  
PRIME VENDOR INC.  
4608 CEDAR AVENUE SUITE 106  
WILMINGTON, NC 28403

HBK CUSTOM SIGNS LLC  
ATTN: MARIA KONDOW  
1851 TRAWOOD SUITE B4  
EL PASO, TX 79935

ATTN: ANTONIO FRASCOGNA  
ITALY CONSULATE GENERAL  
1300 POST OAK BLVD. SUITE 660  
HOUSTON, TX 77056

ATTN: JAMES A. HARRIS  
IMPACT TECHNOLOGY CONSULTANTS,  
INC.  
2292 ELENLIL LANE  
CHARLOTTE, NC 28269

FIRST LIGHT RESOURCES, LLC  
ATTN: DAWN HICKEY  
189 RIVERGATE DRIVE  
FRANKLIN, TX 37064

UTILICOR  
ATTN: ROBERT GORZELL  
1073 COUNTY ROAD 441  
STOCKDALE, TX 78160

EAS CONTRACTING, LP  
ATTN: CARROLL EDWARDS  
2535 WALNUT HILL LANE  
DALLAS, TX 75229

ATTN: JOSEPH PASSANTINO  
INTERNATIONAL CONTROLS  
3945 DONIPHAN PK. CIR. STE. A  
EL PASO, TX 79922

BID INFORMATION SERVICE  
(ALL BIDS ARE ADVERTISED)

BID NET PROCESSING CENTER  
PO BOX 5600  
ALBANY, NY 12205

GREATER EL PASO CHAMBER OF COMMERCE  
ONE CIVIC CENTER PLAZA  
EL PASO, TX 79901

EL PASO HISPANIC CHAMBER OF COMMERCE  
2829 MONTANA AVE, B-100  
EL PASO, TX 79903

EL PASO TIMES NEWSPAPER  
CLASSIFIED/LEGAL SECTION  
PO BOX 20  
EL PASO, TX 79999

CONTRACT OPPORTUNITY CENTER  
4791 N. MESA  
EL PASO, TX 79902

SAM'S CLUB  
7970 NORTH MESA  
EL PASO, TX 79932

SUBCONTRACTORS ASSOCIATION  
PO BOX 3612  
EL PASO, TX 79923

COMMERCE BUSINESS WEEKLY  
2626 NORTHEAST #103  
EL PASO, TX 79902

BLACK CHAMBER OF COMMERCE  
ONE CIVIC CENTER PLAZA  
EL PASO, TX 79901